

Message Text

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FOR CAGNE

E.O. 11652: N/A

TAGS: BEXP, KU

SUBJ: KUWAIT INVESTOR'S INTEREST IN PLYWOOD PLANT

REF: (A) KUWAIT 4001, (B) USDOC 14162, (C) USDOC 11137

1. FAWZI AL-GHANEM, ONE OF OWNERS OF SHUWAIKH CARPENTRY WORKSHOP, HAS PROVIDED US WITH FOLLOWING ADDITIONAL INFORMATION ON INTEREST IN PLYWOOD PLANT: SHUWAIKH CARPENTRY WORKSHOP, LARGEST FURNITURE AND PREFABRICATED HOUSING MAKER IN KUWAIT, PRESENTLY USES 150,000 SHEETS OF 4 THROUGH 18-20 MIL (4' X 8') PLYWOOD A YEAR. WITH GROWING MARKET THEY EXPECT THEIR FIRM TO USE OVER 200,000 SHEETS IN 1977 AND KUWAITI MARKET AS WHOLE TO NEED 500,000 SHEETS PER YEAR. GHANEM AND AISHA YUSUF AL-SAGAR, BOTH MEMBERS LEADING KUWAITI MERCHANT FAMILIES, WISH TO CONSTRUCT FACTORY PRODUCING MINIMUM OF 500,000 SHEETS OF 4-20 MIL PLYWOOD PER YEAR, PRIMINARILY EITHER OF ORDINARY (ABBCC) OR MARINE (WATERPROFF) VARIETY. THEY WOULD PREFER JOINT VENTURE, OR AT MINIMUM FIRM WHICH COULD PROVIDE THEM WITH FACTORY PLUS NUMBER EXPERTS TO GET FACTORY STARTED, AND REMAIN WITH OPERATION FOR NUMBEROF YEARS. THEY ALSO BELIEVE THAT MARKET EXISTS FOR EXPORT OF PLYWOOD FROM KUWAIT OVERLAND TO SAUDI ARABIA AND LOWER GULF, GIVEN EXTREME PORT CONGESTION IN MANY OF THESE COUNTRIES. IF FACTORY FOR INTERNAL AND EXPORT MARKET PROVES FEASIBLE, CAPACITY WOULD BE INCREASED TO 2 MILLION SHEETS PER YEAR OR MORE. GHANEM EMPHASIZED THAT FIRM INTERESTED IN SUPPLYING FACTORY SHOULD BE FAMILIAR WITH PLYWOOD PRODUCTION

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UNDER CONDITIONS OF EXTREME TERMPERATURE CHANGE. FIRM FROM

SOUTHWEST U.S., HE SUGGESTED, MIGHT BE BEST.

2. WE DO NOT KNOW HOW 500,000-2,000,000 SHEET PER YEAR CAPACITY FITS WITH NORMAL SIZE FOR U.S. PLYWOOD PLANTS. HOWEVER, WE BELIEVE THIS IS AN OPPORTUNITY WELL WORTH PURSUING BY AMERICAN BUSINESS. SHUWAIKH CARPENTRY WORKSHOP IS LARGE BY KUWAITI STANDARDS, LONG ESTABLISHED, AND INVESTORS ARE FROM WEALTHY KUWAITI FAMILIES.

3. MR. GHANEM INDICATED THAT ONE GERMAN AND PERHAPS SOME AMERICAN FIRMS AWARE HIS COMPANY'S INTEREST IN PLYWOOD PLANT. COMMERCE MAY WISH TO FIRST PASS THIS INFORMATION TO DESIGN FIRM REQUESTING IT. HOWEVER, GHANEM WOULD LIKE COMMERCE TO BRING OPPORTUNITY TO ATTENTION OF AS WIDE A RANGE OF SUITABLE FIRMS AS IS USEFUL. PROPOSALS SHOULD BE SENT DIRECTLY TO MR. FAWZI AL-GHANEM, DIRECTOR, SHUWAIKH CARPENTRY WORKSHOP, P.O. BOX 2649, KUWAIT; TELEX: 2120-KT; TEL: 810200.
MAESTRONE

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